



John C. Beck

Lessons from the private sector

LEADERSHIP

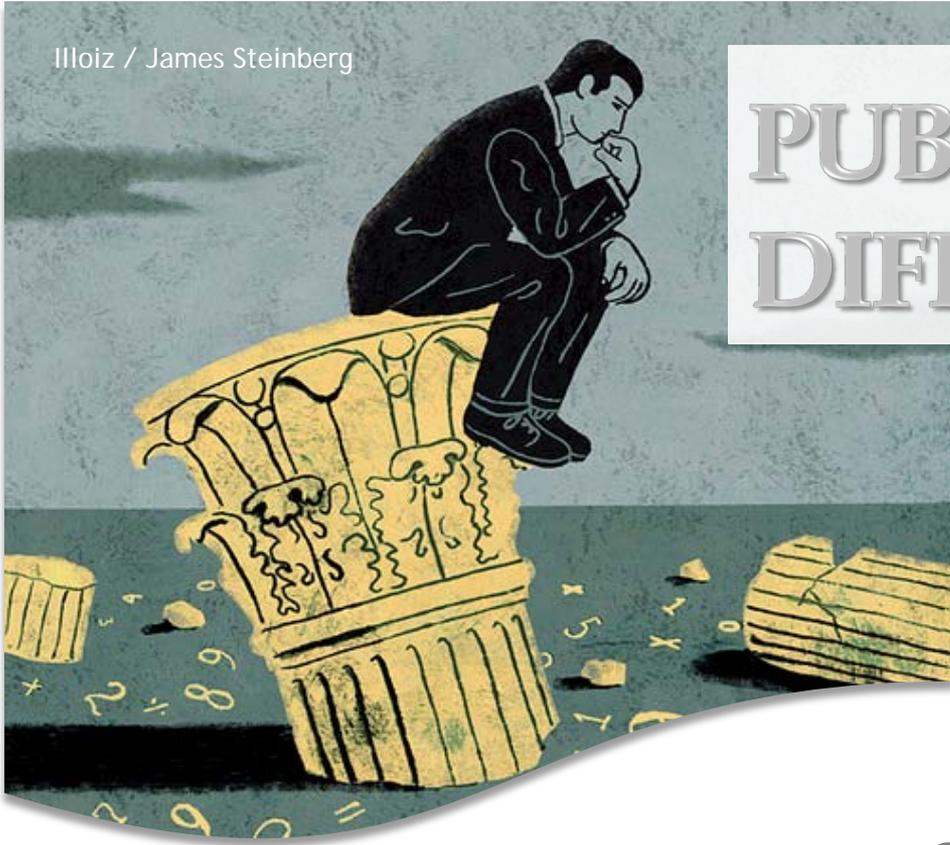
WHAT IS
LEADERSHIP?



What leadership qualities and personal values are needed to take the helm today at the national, regional and global levels?

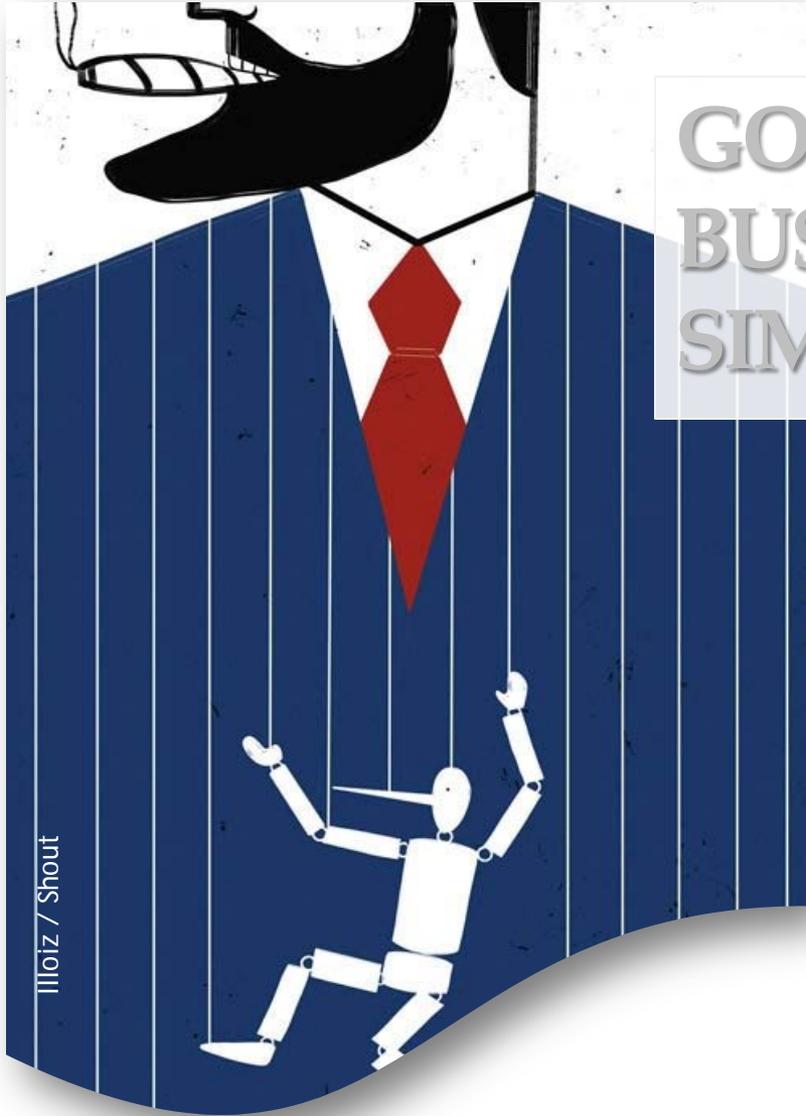
LEADING...

Illoiz / James Steinberg



PUBLIC VS PRIVATE: DIFFERENCES

- Stakes
- Impact/Power
- Degrees of freedom
- Rewards
- Stakeholders/Elections



Illoiz / Shout

GOVERNMENT & BUSINESS LEADERSHIP SIMILARITIES

- Organization
 - Boss
 - Followers
 - You

World of Information



Behavior



ATTENTION – THE BIGGEST ISSUE

ATTENTION: SOME TRUISMS



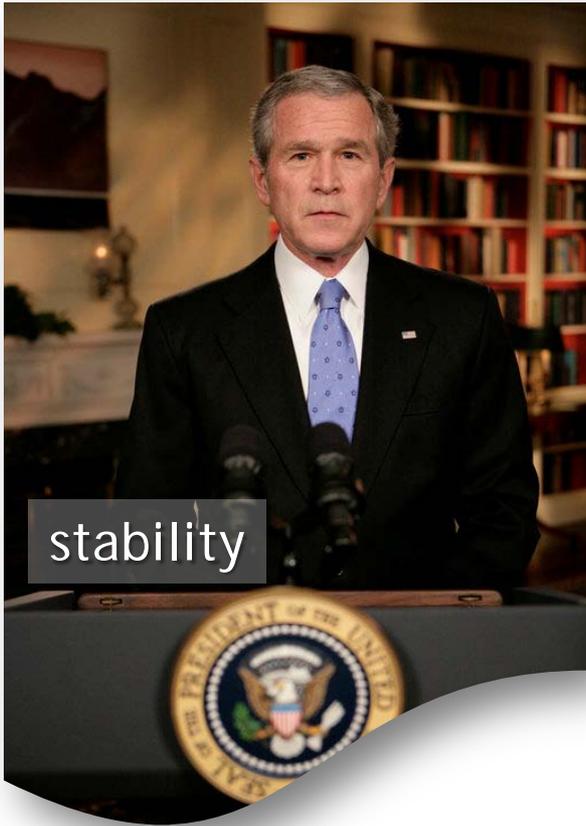
- Attention is really limited
- You want certain behavior from followers
- You have to get attention to get behavior



LEADERSHIP IS CHANGE

John Kotter, Harvard Business School

“Effective leaders help others to understand the necessity of change and to accept a common vision of the desired outcome.”



THE BEST U.S. PRESIDENT?



LEADERS FOCUS

Jack Welsh

1st or 2nd in every sector

Steve Jobs

New top product (new product class!) every few years

Henry Ford

a car in every garage

Warren Buffet

Finding investments that others don't value

"You can wait all day, but when the fielder's are asleep, step up and hit the ball"



_Can a great government leader focus on just one thing??

“Family first”
“Live free or die”
“Protect the national wealth”
“I live to learn”



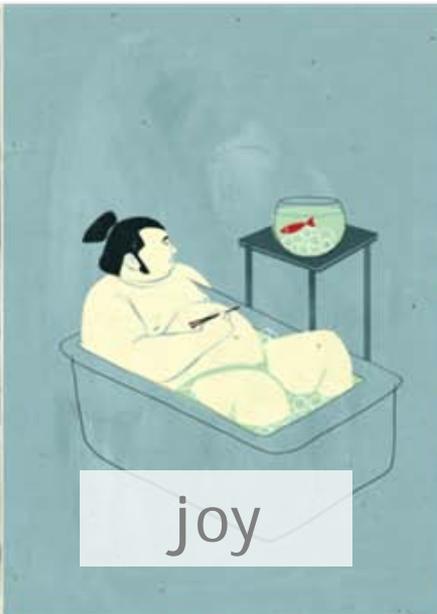
- Leaders have to do many things well...
- Whether explicit or not, we all have decision-making priorities
- There are “good” reasons we make decisions... and employ certain processes
- We use this algorithm:
“ ____ is good...”

8 GREAT GOODS

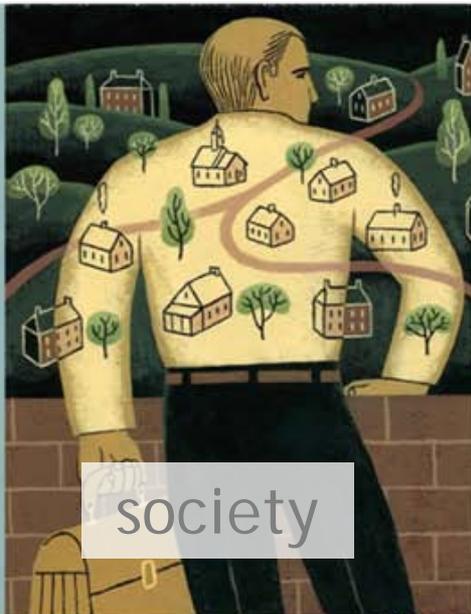
8 GREAT GOODS?



life



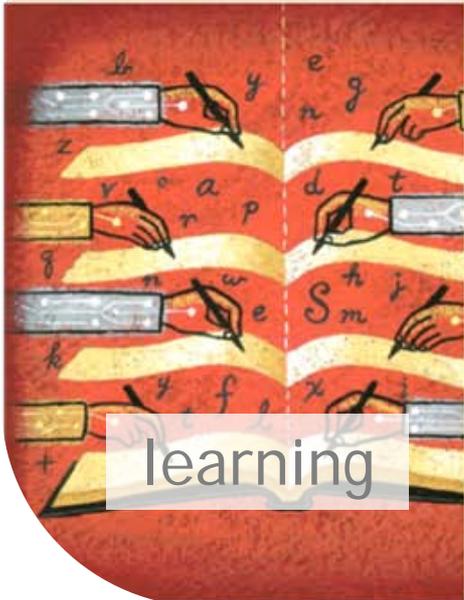
joy



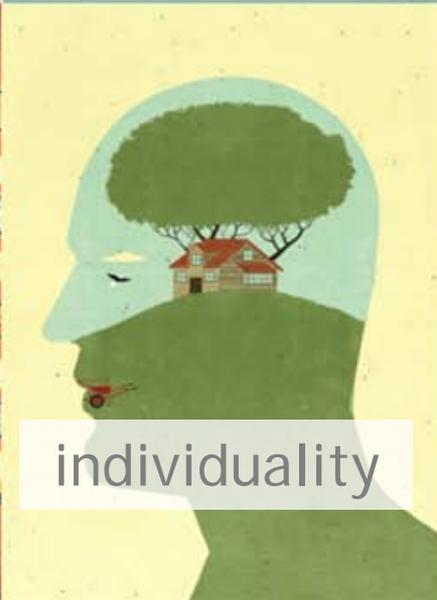
society



belief



learning



individuality



growth



fairness



growth

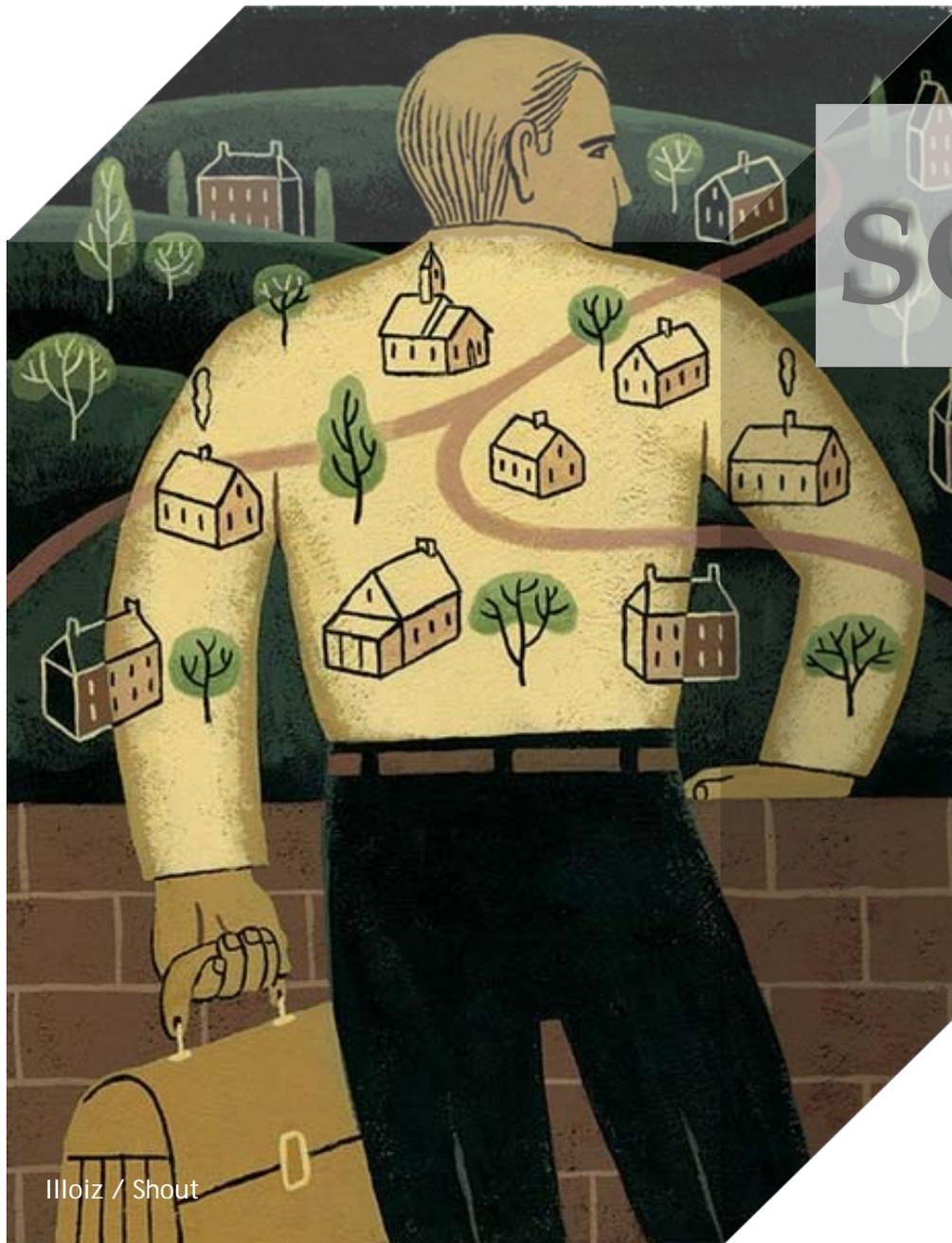
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life

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society



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individuality



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joy



belief

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fairness

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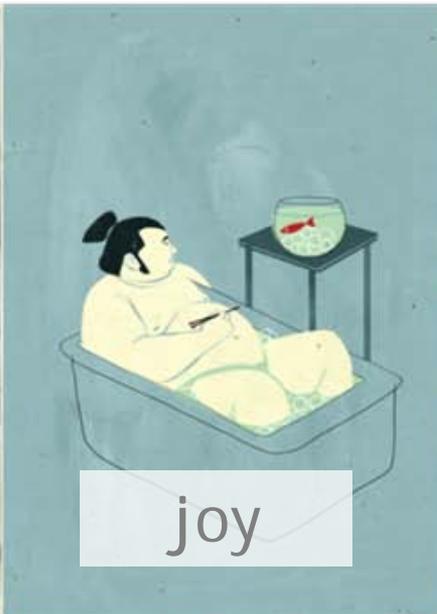
learning



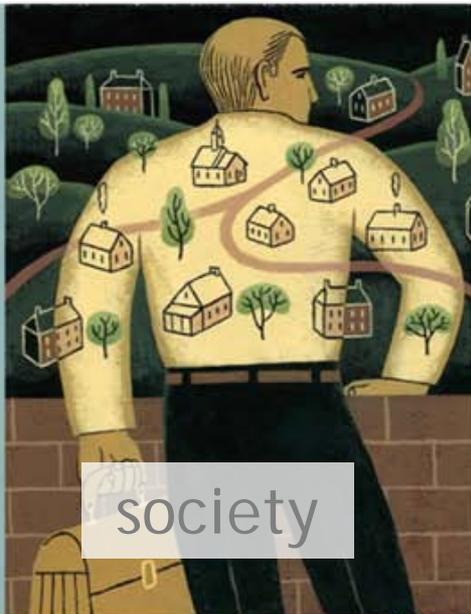
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life



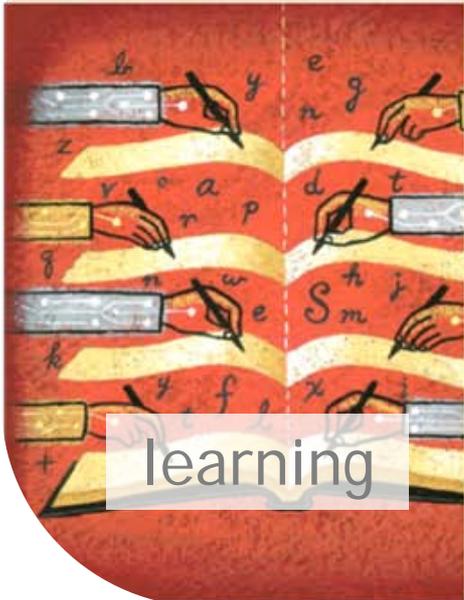
joy



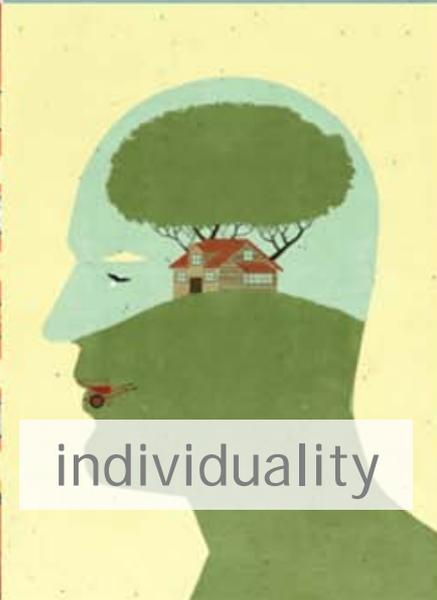
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belief



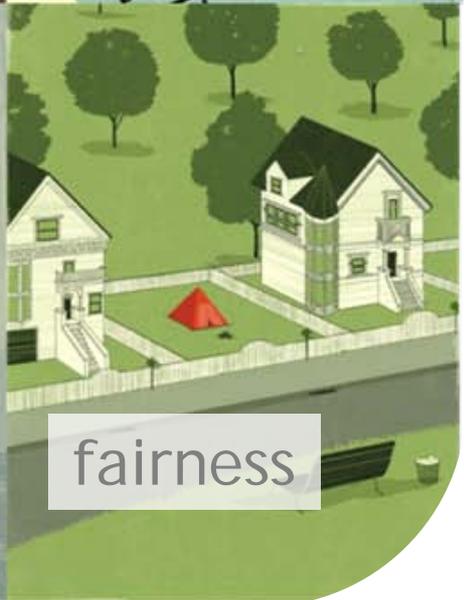
learning



individuality



growth



fairness

Chetan J

MUCH MORE COMPLEX FOR PUBLIC OFFICIALS

life

society

joy

belief

learning

growth

individuality

fairness

- Could you prioritize the eight for your job?
- Could you prioritize the eight for your own life?



MY POINTS

- Many different kinds of leaders
- You must have a focus to keep other's attention and to manage your own attention
- Keep all 8 Greats in mind, but focus on one "big" issue
- Unlike private sector, you get to pick which one of the Eight Great will be your issue



IN THE END...

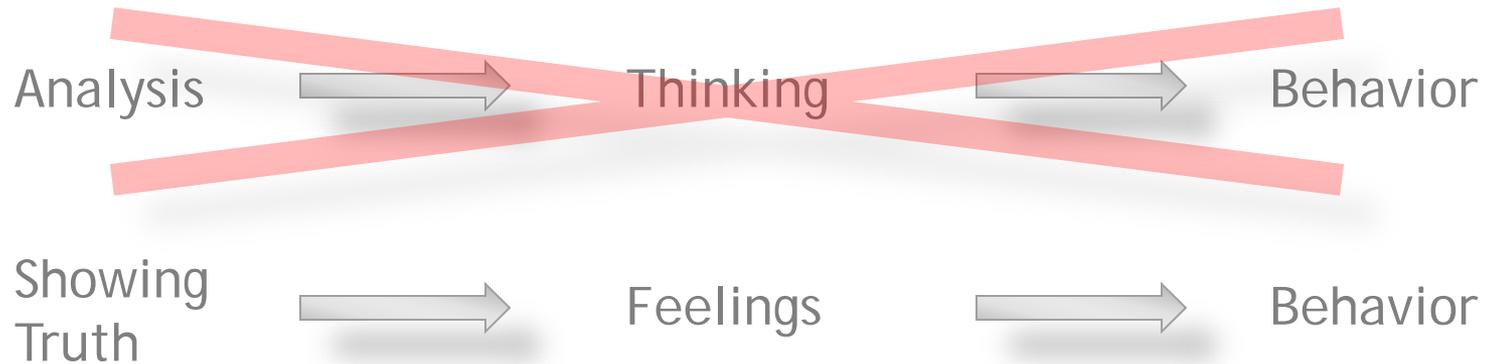
... as a leader,
you'll be known
for one thing...
probably

What will that thing be?
Important enough to make a legacy?



CHANGE IS MORE ABOUT FEELINGS THAN ANALYSIS

John Kotter, Harvard Business School





_What are the issues that your constituents want you to base your decisions on?